

Sales, Inventory and Pending Summary

	December			Year to Date (January through December)		
	2007	2006	% change	2007	2006	% change
Total Sales	299	383	- 21.9%	5,001	5,714	- 12.5%
Median Sales Price	\$159,500	\$150,000	+ 6.3%	\$165,000	\$155,000	+ 6.5%
Avg. Sales Price	\$178,900	\$161,100	+ 11.1%	\$180,600	\$177,300	+ 1.9%
Avg. days on Market	82	57	+ 43.9%	68	57	+ 19.3%

Pending Sales (as of 01-15-08)		
	Units	Avg. List Price
Single Family	255	\$173,400
Condo/Co-op	8	\$140,800
Market Total	263	\$172,400

Active Listings (as of 01-15-08)		
	Units	Avg. List Price
Single Family	4,018	\$242,700
Condo/Co-op	78	\$162,100
Market Total	4,096	\$241,200

Time on Market (December)	
	# Units
1-30 days	93
31-60 days	65
61-90 days	32
91-120 days	33
more than 120 days	76
Avg. Days on Market	79

Types of Financing (December)	
	# Units
FHA	16
VA	9
Conventional	218
Cash	47
Owner Financed	-
Other	9